

## **Pre-Cut vs. Bulk**

### Carrot Sticks Pre-Cut

Approx. \$1.75/lb.  
7.5 - ½ cup servings/lb.  
.23 cents per serving

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.23 cents

### Bulk Carrots

Approx. .55 cents/lb.  
5 - ½ cup servings/lb.  
.11 cents per serving  
.10 cents Labor (see below\*)

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.21 cents per serving

### \*Labor:

\$10/hour

\$ 1/hour (10% taxes)

\$ 9/hour (Health Insurance; Based on cost of  
\$10,000/yr. for a 6hr./day employee)

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**\$20/hour**

**Productivity: 100 ½ cup carrot stick portions in 30 minutes**  
**\$10 divided by 100 = .10 cents per portion for labor**

**NOTE:** *You will need to insert your produce prices, labor rates and productivity to determine actual costs for your specific school operation. You then can evaluate the pros & cons of purchasing pre-cut produce.*

## **Variety!**

Offer Less Expensive Produce with More Costly Items!  
Offer Small Portions of More Expensive Items, Such as a ¼ cup.

### Example:

- **Bulk Carrots cut into Sticks at \$.55/lb.**

Yield: 10 each ¼ cup servings/lb.

**Cost: .055 cents per ¼ cup (not including labor)**

- **Pre-cut Broccoli Florets at \$2.00/lb.**

Yield: 28 each ¼ cup servings/lb.

**Cost: .07 cents per ¼ cup**

- **Serve ¼ cup of Carrots & a ¼ cup of Broccoli Together in ½ cup Soufflé Container**  
**.125 cents per serving**

**NOTE:** All yields taken from *USDA Food Buying Guide for Child Nutrition Programs*, 11/01